IKRAM
ABU SHAQRAA

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HIGHLIGHTS

- Extensive experience in Designing PV systems large and small scale
- Extensive experience in Designing PV systems, on grid, Hybrid and grid Forming
- Extensive experience in AutoCAD, PVsyst, solar analysis, Meteo-Norm.
- Assisted with developing proposals for large commercial clients.
- Working experience in data analysis through Excel.
- High skills in preparing PP presentation of solar products.
- Strong knowledge of required certificates and standards for each market.
- Strong knowledge of required Permits and approval for each region
- marketing skills and planning

SUMMARY

Experienced solar engineer with a passion for sustainability and renewable energy. Proven success in designing and analysis solar systems for residential, commercial and utility scale projects. seeks to use expertise to make a positive impact on the environment and help reduce the world's dependence on fossil fuels.

ACCOMPLISHIMENTS

- Designed and cost more than 200 Solar PV tenders and RFQ, and win more than 70% of them.
  Ex. (University of Jordan 12MWp, Al-Istishari Hospital 2MWp, Al Zaytooneh University 4MWp, Al-Abdali Hospital 8MWp, Social security 15MWp……etc)
- Participated in designing of 125MWp PV Project and win it.
- Participated in designing of 23MWp PV project integrated with 12 MWh storage system
- Built analysis sheets for the Off grid, micro grid and hybrid PV Projects- to find the best size and study the behavior of the system.
- Handled international PV tenders and RFQ.
- Built good relations with suppliers, and hold meetings with them to study the new products and the offered prices.
- Certified solar PV design Engineer from authorized local and international associations.
- Participated in writing Educational Material of solar PV projects installer with VTC and USAID.

EXPERIENCES

KAWAR ENERGY. __ Design Team Leader __ July/2023-Current
Amman-Alabdali/Jordan

Coordinating the proposal, completion, delivery and ongoing support of the work produced by the Team. I'm the direct contact point for clients and has strong technical knowledge for approving energy assessment and a strong

EDUCATION

AL Yarmouk University (2009-2014)
Bachelor of Engineering
Electrical Power Engineering

CERTIFICATIONS

- NABCEP Certified
- (PV Associate)
- CEM – Certified Energy manager
- ASPE Certified
- Solar PV designer Authorized from JEA
- Electrical Power System- NEPCO
- Electrical design works
- 3D Max
- Sales Techniques
- Customer Care
- Sales Fundamentals
- Solar PV Principles

Skills

- Leadership
- Sales Skills
- Communication
- Negotiation Skills
- Time Management
- Self-Motivation

understanding of solar technology, I'm participating in R&D projects and assists in planning the growth of the team, responsible for staff development and performance reviews for the Energy Analysts composing the Team.

PRIMARY DUTIES AND RESPONSIBILITIES:

- Coordinate team of Solar Energy Analysts to deliver projects within allocated time and budget;
- Set project milestones for Solar Energy Analysts to follow and ensure milestones are met;
- Assist staff in determining appropriate methodology and solutions.
- Perform technical checking and initial approval of all work product conducted by staff;
- Analysis and development of meteorological files and assumptions for inclusion in PVsyst and other solar energy modeling tools. Includes evaluation and analysis of ground-based, satellite, and on-site data sources
- Present checked and initially approved deliverables to Energy Group Head of Section;
- Ensure an appropriate distribution of work load on staff;
- Prepare or coordinate standard proposals and bids;
- Support the preparation of special proposals and bids;
- Serve as primary client contact;

Philadelphia Solar Co. __ Senior PV Design and Estimation Engineer __ 2018-Current
Amman-AlQastal/Jordan

In collaboration with the engineering team and other stakeholders, I'm responsible for evaluating the Request for Tender and generate all necessary deliverables for formulation of the proposals.
Typically, responsible for managing an opportunity from qualification through to contract award, including value proposition/strategy development, solution development, commercial considerations, subcontractor identification and risk management.

PRIMARY DUTIES AND RESPONSIBILITIES:

Languages

- English
- Arabic

- Leader of Pre-sales Design team, lead them, manage, and check their work.
- Track and looking for new opportunity of PV projects, either tenders or direct proposal, locally and internationally.
- Check the company capabilities to participate in the published tenders as per the mentioned requirements
- Looking for contractors in many countries, for JV purposes, facilities, pricing and required permits
- Follow up with Clients Regarding the submitted offers
- Review of Tender documents on receipt to ensure its completeness.
- Organize / take part in bid initiation & review meeting.
- Ensure that clarifications are raised well in time to get better clarity on bid submission.
- Co-ordinate & follow-up to ensuring post bid clarifications are addressed.
- All in-house co-ordination for preparation of bid including follow-up
- collection of input from various sub-contractors or 3rd parties.
- Clear understanding of work scope & best estimation with respect to execution of project.
- Responsible for review/preparation of service contracts and offers in collaboration with service offer team.
- Ensure that commercial submissions to tenders are fully complied with all necessary details.
- Responsible for all tender documentation
- Ensure the Estimate is built up methodically and in sufficient detail and is in accordance with good estimating practice. Sufficient explanatory notes are to be including referring the location of supplementary information.
- Ensure completeness of Subcontract Enquiry Packages and availability of Subcontract offers well in time.
- Ensure Subcontractor responses are complete & tabulated accurately on a Bid Evaluation spreadsheet.
- Ensure the Indirect Cost Estimate is correctly prepared and costed.
- Proactively work with the Procurement Group to ensure Vendors RFQ Technical and Commercial
- Bid Evaluations are completed in a timely manner.

- Taking charge of the technical design of the solar Project as well costing process.
  Technical part for large- and small-scale projects-net metering/ZFI/Wheeling/PPA/BOT/ZFI/Off Grid/ Hybrid and micro grid projects, considering sizing of Cables, Electrical boards, following IEC codes, Electrical calculations of voltage drop and power losses, Generation analysis, PVC pipes, cable trays, Energy storage system, hybrid system and pumping systems…. etc.

Philadelphia Solar Co. __ PV Tenders and Design Engineer __ 2014-2018
Amman-AlQastal/Jordan

PRIMARY DUTIES AND RESPONSIBILITIES:

- Taking charge of the technical design of the solar Project, Technical part as following, for large- and small-scale projects-net metering/ZFI/Wheeling/PPA/BOT/ZFI/Off Grid/ Hybrid and micro grid projects.
- Arrange for the site visit and determine the needed information.
- Breakdown of the tenders and proposals and determine the date of submission, meeting, and clarifications.
- Generating layouts and drawings using AutoCAD software and SketchUp.
- Generate Simulation report of the PV system using specialized software like Pvsyst
- Check cables and Electrical boards Size, after checking current ampacity, voltage drop and power losses calculations.
- Prepare all technical reports of the system
- Prepare all related Datasheet
- Reach out with structure team, to select the best and least cost of structure
- Reach out with civil engineer to determine the needed civil works of land or roof…etc
- Generate Earthing and Lightening Layout
- Follow IEC Codes and Local codes during design stage
- I have generated analysis system for hybrid and off grid systems using excel and refer to it when want to size those type of projects.
- Prepare all technical sides of the project and deliver it to the account manager to handle the deal with the client.